

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

UNCLAS STATE 175418

E.O. 11652: N/A

TAGS: ETEL, UR

SUBJECT:SOVIET OFFICIALS REQUEST FOR U.S. PLANT VISIT.

SIDNEY TOPOL, PRESIDENT OF SCIENTIFIC-ATLANTA, MANUFACTURER OF SATELLITE SHIP TERMINALS AND OTHER ELECTRONIC EQUIPMENT, HAS BEEN IN TOUCH WITH DEPARTMENT OFFICERS IN RECENT WEEKS REGARDING TELEGRAMS RECEIVED FROM M. KOSITSCHKIN, CHIEF, FOREIGN RELATIONS DIVISION, MINISTRY OF COMMUNICATION FACILITIES INDUSTRY, REQUESTING TOPOL AGREEMENT TO VISIT TO SCIENTIFIC-ATLANTA BY MINISTRY OFFICIALS. REQUEST IS OUTGROWTH OF SOVIET INTEREST IN SCIENTIFIC-ATLANTA SHIP TERMINAL DISPLAYED AT RECENT COMMUNICATIONS EQUIPMENT EXHIBITION IN MOSCOW.

SCIENTIFIC-ATLANTA MANUFACTURES SHIP TERMINALS FOR MARISAT SYSTEM WHICH WILL LAUNCH FIRST SATELLITE IN SEPTEMBER AND WOULD LIKE TO SELL OR LEASE TERMINALS TO SOVIET MERCHANT SHIPS. TOPOL HAS ASKED DEPARTMENT ADVICE REGARDING ADVISABILITY OF PLANT VISIT BY SOVIET OFFICIALS. DEPARTMENT HAS TOLD HIM THAT THE DECISION IS ONE HE SHOULD MAKE ON BASIS OF BUSINESS CONSIDERATIONS AND THAT A PLANT

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VISIT IS FULLY IN ACCORD WITH U.S. POLICY.

DURING MOSCOW STAY, TOPOL MET WITH COUNSELOR FOR ECONOMIC AND COMMERCIAL AFFAIRS MELENCAMP AND OTHER MEMBERS EMBASSY STAFF. HE WAS VERY IMPRESSED WITH THEIR PERCEPTIVITY AND ANALYTICAL ABILITY, AS WELL AS GRATEFUL FOR THEIR ASSISTANCE. HE APPRECIATES DEPARTMENT ASSISTANCE BUT IN VIEW OF DISCUSSIONS HE HAD WITH MELENCAMP, HE HAS ASKED DEPARTMENT TO BRING TO MELENCAMP'S ATTENTION SOVIET REQUEST AND WOULD APPRECIATE MELENCAMP'S COMMENTS. KISSINGER

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